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Job Details

Requisition Number	16-0077
Post Date	2/19/2016
Title	Entry Level Sales Executive
City	Wichita
State	KS
Company	Medical Diagnostic Laboratories LLC
Description	<p>Medical Diagnostic Laboratories, LLC (MDL) is a CLIA certified clinical laboratory with multiple state licensing, specializing in state of the art, automated DNA based molecular analysis of a variety of chronic and infectious illnesses. MDL specializes in and performs a large menu of Polymerase Chain Reaction (PCR) testing. Our main theme of research extends to the field of Gynecology, Infectious Diseases, Infectious Arthritis, Tick-borne Diseases, and Mycology.</p> <p>MDL is looking to expand its sales force throughout the U.S. We are seeking a high-energy, self-motivated individual to join our sales team. As a Senior Sales Executive, you will be responsible for maintaining and growing a client base of both hospital and physician customers for MDL.</p> <p>Responsibilities:</p> <ul style="list-style-type: none"> -Responsible for achieving annual sales and profit objectives for a defined territory. -Obtain new business and exceed annual territory sales budget each year by presenting new test information, up selling and seeking out new sources of revenues from clients. -Develop and present personalized sales presentations to professional audiences (physicians, laboratory staff, clinics and group practices); demonstrate how MDL's technical features and services could benefit the practice and help medical personnel provide quality patient care. -Establish positive long-term client relations through scheduling and conducting calls with clients. -Develop and maintain a full business pipeline of prospective clients and assume all territory management in an assigned geographic region. -Provide timely and accurate reporting of pipeline, account plans and territory management activities as required. -Work closely with Regional Manager to develop assigned territory in line with company's objectives. -Maintain knowledge of competitors and their presence in assigned territory. <p>Requirements</p> <ul style="list-style-type: none"> - 2-5 years of successful laboratory sales experience calling on physician offices, hospitals &/or laboratories. - BA/BS or equivalent experience preferred. - Well developed multi-tasking, organizational skills, and detail orientation are key to success. - Energy, motivation, enthusiasm, and integrity. - Excellent written and verbal communication skills. - Must demonstrate sound judgment and decision making ability. - Computer proficiency in MS Office, Excel, e-mail and internet functions. - Knowledge of laboratory testing and competing products. - Must be able to travel within the coverage area and occasionally nationwide. <p>We Offer:</p> <ul style="list-style-type: none"> - Competitive Salary & Commission Plan - Company Car - Medical, Dental & Vision Insurance - Short and Long Term Disability - Life Insurance - Dependent Care Flex Spending Account - Voluntary Policies (Accident, Hospital Indemnity, Critical Illness & Supplemental STD) - Legal Plan & Identity Theft Protection - 401(k) Plan - Paid Vacation & Holiday <p>Visit us at http://www.mdlab.com</p> <p>Medical Diagnostic Laboratories is an Equal Opportunity Employer.</p>

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